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We have to focus our resources on more specific customer segments and more specific products and services. We can't be all things to all people.

D.H. "Pete" Ankeny, president and chief operating officer of First Bank Systems Inc., on the holding company's decision to sell 28 of its 76 banks. [1]

Unquote

First Bank to Sell 28 Banks in Restructuring Move

By LISABETH WEINER

CHICAGO — First Bank System Inc. has put a "for sale" sign on roughly one-third of its regional division banks as part of its long-term strategy to move away from smaller community banking and toward serving larger metropolitan areas in states to the west and south of Minnesota.

There are 28 banks for sale, with combined assets at yearend of about \$1.76 billion, or 8% of First Bank System's total assets of \$22.4 billion. First Bank System currently has a total of 78 banks and trust companies.

The banks also represent about half of the entire bank holding company's

direct agricultural loan portfolio. D.H. "Pete" Ankeny, who takes over as chairman and chief executive officer of First Bank System in November, said 18 of the 28 banks that are up for sale have more than 25% of their outstanding loans to agriculture and qualify as "ag banks" under the Federal Reserve's definition.

In a telephone interview from corporate headquarters in Minneapolis, Mr. Ankeny, who is currently president and chief operating officer, said the restructuring is the result of First Bank's strategic plan, which has been under consideration for some time. "We have

to focus our resources on more specific customer segments, and more specific products and services. We can't be all things to all people," he said.

The banks are being offered first to each one's senior management, directors, and employees. "We have not tested the waters yet, but we think there will be a fair amount of interest" from the employees, Mr. Ankeny said.

These employees will probably have from 30 to 60 days to decide whether they have any interest in purchasing the banks. If not, First Bank will look for buyers either from the community

➔ First Bank: Page 15

Gainers in Farm Lending Among the Top 100

(Dollars Amounts in Millions)	1984	1983	% Gain
1 InterFirst Bank, Fort Worth, Tex.....	40.6	5.1	702.4
2 Central Fidelity Bank, Richmond	30.0	5.1	487.0
3 Bank of Oklahoma Tulsa NA	35.8	8.4	324.3
4 South Carolina National Bank, Charleston ..	24.3	8.6	182.1
5 Norwest Bank South Dakota NA, Sioux Falls	247.9	104.0	138.4

Losers in Farm Lending

			% Decline
1 InterFirst Bank Dallas NA	23.2	58.7	60.5
2 First National Bank of Chicago.....	33.6	78.5	57.2
3 Republicbank Dallas NA	36.0	82.1	56.2
4 Bankers Trust Co., New York.....	30.9	56.2	45.0
5 Chemical Bank, New York.....	139.3	244.0	42.9

Farm Banks' Rising Exposure

But Some Cut Farm Loans, Others Withdraw Altogether

CHICAGO — While many of the biggest agricultural banks increased farm lending during the agricultural financial crisis, some banks are reining in their agricultural loan portfolios and others are abandoning further lending to farmers altogether.



Agricultural Lending

"The spreads are too thin and the losses too high" is how John R. Bunten, vice chairman of RepublicBank Dallas, described his bank's decision to stop making agricultural loans, except for cotton financing. Agriculture is a "large Texas industry. We thought it was a market we could possibly serve," said Mr. Bunten. "Everything went along well for two or three years."

The last five years, however, have been among the most financially difficult ones for farmers and farm lenders.

Bumper crops from previous harvests are stacked in storage bins and warehouses. Export markets have shrunk, partly in response to political developments and partly because other countries have increased exports. U.S. farm income has declined, leaving farmers unable to repay a staggering \$212 billion debt.

Interest rates on farm loans are stuck

➔ Farm Lending: Page 11

Top 100 Agricultural Banks Hiked Farm Lending in '84

By RICHARD RINGER

CHICAGO — As the farm financial crisis extended through 1984 and added another year to one of the most trying periods for farmers since the Depression, the country's largest 100 agricultural banks increased their farm lending by 4.41%, according to data compiled by *American Banker*.

The Top 100 and Farm Lending, Page 8
Definition of an Agricultural Loan, Page 7

Agricultural loans made by the top 100 farm banks on the *American Banker* list totaled just under \$11 billion in 1984, up from approximately \$10.5 billion a year earlier.

Agricultural banks included in the top 100 listing are those that for 1984 had the greatest total dollar amount in two categories: loans to finance agricultural production and loans secured by farmland. Several other frequently cited listings compiled by other organizations of the largest agricultural banks rank those institutions that have 25% or more of their assets in farm related loans.

The data used for the ranking of the largest agricultural lenders came from call reports filed by the banks with the Federal Reserve. The survey results, therefore, are subject to errors any of

➔ Survey: Page 5

Household Plans HomeCard Blitz With Comp-U-Card

By LAURA GROSS

NEW YORK — Household Finance Corp. and Comp-U-Card International Inc. will shortly start marketing HomeCard, a Visa or MasterCard issued by Household's consumer bank that combines a membership in an electronic shopping service with traditional credit card features, other financial services, and discounts from these companies and others.

The initial mailings will run into the "multimillions of letters" according to Edward Harshfield, senior executive vice president and chief operating officer for Household's Financial Services Group.

Valley National Bank, Salinas, Calif., Household's consumer bank, will issue and market the cards. On the front, the cards will say "Household BankCard," as do all Valley-issued cards, and also will have either a Visa or a MasterCard

➔ HomeCard: Page 15

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Connection
for
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Citibank, Chase Report Minimal Loan Exposure In Steamship Bankruptcy

NEW YORK — Spokesmen for Citibank and Chase Manhattan Bank confirmed Wednesday that their banks were creditors to Sanko Steamship Co., which filed for bankruptcy this week in the largest bankruptcy case in Japanese history.

Neither spokesman would specify the amount of his bank's loans to the shipping company, but both said foreign bank loans to Sanko were small compared to credits extended by Japanese lenders.

"We have a minimum exposure," the Citibank spokesman said.

Only a handful of foreign banks have any exposure to Sanko. ■

Fleet . . .

Continued from Page 3

disclose the specific amounts of those charges.

Fleet was attracted to the facility because the company viewed it as an opportunity to attract an "expanded source of funding," he said. "And it gives us exposure to a group of international financial institutions."

"This gives us an entry into the Euro-market," he said. The banks in the standby commitment are a very good group of banks and were selected by Fleet to be a part of the syndicate, he added.

"Most of these banks are very large in their own countries and are active in the Euromarket and have the capability to place the notes," he said.

The other attraction of the short-term note issuance facility is its pricing. Its all-in cost, both on an unused basis and used basis, is very competitive with domestic facilities, Mr. Rodehorst said. "We found it very attractive." ■

Hutton . . .

Continued from Page 3

He suggested that the banks committee monitor the hearing and insure that the poison in the well does not spread. That would be more plausible than the idea that a committee should hear the case in full, he said.

Mr. Eaton said, "We could conduct a hearing and do very well, but the legislature has no authority to regulate."

What's more, said Mr. Eaton, the panel's recommendation would be given to the acting commissioner of banking and "the question is: Would it be in any way binding?"

Mr. Eaton said that he was willing to appoint Mr. Antonetti as a liaison between the hearings and the legislature to oversee the proceedings.

Both the banks committee and the Department of Banking have much more authority than their names imply. The two bodies have the power to legislate on and regulate investments and securities. "Neither is that active in the investment field," said Mr. Eaton. "Dick [Antonetti] is underscoring the fact that the legislature needs to do a great deal with looking into this industry."

This is the banking department's first hearing on Hutton. It has addressed the firm's corporate responsibility in the check-kiting scheme. Connecticut's attorney general, Joseph I. Lieberman, has recommended sanctions against the brokerage firm. As the first hearing winds down, a second investigation into individual responsibility at Hutton has been commissioned by Mr. Woolf but has not yet begun. ■

Top 100 Farm Banks Hiked Lending in 1984

Continued from Page 1

the banks may have made in completing the call reports.

In 1984, when many farmers left the business because of insurmountable financial problems and troubled farm loans topped 25 agricultural banks, 59 of the top 100 agricultural banks on the list increased their total farm loans. Another 35 farm banks on the list decreased their agricultural loan volume during last year. The activities of the remaining six agricultural banks among the top 100 could not be determined because information was not available or not computed.

Generally, lenders cut back the lending to businesses in financially troubled industries. But agricultural experts attributed the increase in farm lending by banks to several factors.

First, commercial banks and the Farmers Home Administration have been satisfying more loan demand of farmers in recent years as the Farm

Credit System has reduced its lending.

Second, commercial banks, as well as some other lenders, have been standing by some farm borrowers who have experienced financial problems that were sometimes brought on by factors beyond the control of the borrower. Bad weather is an example.

Finally, in a defensive move, banks have not wanted to force all marginal farm operators out of business at the same time. As a result, banks continued to lend to some of those borrowers. "You can't close out everyone in a weak market," said Iowa State University economist Neil Harl.

For the top 10 agricultural banks on the *American Banker* list, agricultural loan volume, as measured by the total dollar amount lent for production and loans secured by farmland, fell by 0.5% to \$5.72 billion, from \$5.75 billion a year earlier.

Some banks reported substantial in-

creases in agricultural loan volume in 1984. Eight banks increased their agricultural loans by more than 100% in 1984 from the year-earlier amount. Another seven banks among the top 100 on the list increased their total agricultural loans by more than 50% in 1984 from the previous year's level.

Of the 35 banks that reduced their total agricultural loans in 1984, the largest decrease was posted by Inter-First Bank Dallas. The bank, which ranked 98th on the list, decreased its agricultural loans in 1984 to \$23.1 million from \$58.7 million a year earlier, or a 60.5% decline. Another 10 banks in the top 100 listing by *American Banker* decreased their agricultural loans last year by more than 25% from year-earlier totals.

Three of the top 10 agricultural banks in the listing, including top-ranked Bank of America, decreased the total farm loans they extended last

➔ Survey: Page 7

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	Greater profits for anyone connected with branch banking.		
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Survey . . .

Continued from Page 5

year. Bank of America, struggling from losses on loans to several business groups, including agriculture, reduced the amount of farm loans in 1984 to \$2.1 billion from \$2.3 billion a year earlier, or a 7.23% decrease. Crocker National Bank, the fourth largest agricultural bank on the list, reduced its farm loans last year by 22.2%, to \$467 million from \$601 million in 1983. And Citibank, ranked sixth, lowered its farm loans to \$359 million from \$512 million in 1983, a 29.8% reduction.

Declining Farmland Values

A major problem for farmers and agricultural lenders throughout the farm financial crisis, which now has stretched into its sixth consecutive year, has been the declining value of farmland. Farmland is the collateral behind a sizable dollar amount of farm loans.

When the value of farmland declines, so does the collateral value supporting the loans. Declining farmland values can turn what were once sufficiently secured loans into loans that are deficiently collateralized. That risks a classification of the loan by bank regulators and a potential loss for the lender if conditions worsen.

During 1984, farmland values nationwide fell 1% from 1983, according to data from the U.S. Department of Agriculture. However, farmland values in some parts of the country, particularly in the Midwest, plummeted by 10% or more in 1984. Nationwide, farmland values have tumbled another 12% since last summer, experts said.

In spite of the 1984 decline in farmland value, 47 of the 100 agricultural banks on the *American Banker* list reported an increase in 1984 for the dollar amount of agricultural loans secured by farmland. Of the remaining banks on the top 100 list, 38 decreased their loans secured by farmland, and the activities of 15 of the banks could not be determined or calculated.

Seven of the top 10 banks were among those that increased the dollar volume of agricultural loans secured by farmland last year.

How the Fed Defines An Agricultural Loan

Following are the Federal Reserve's definitions of agricultural loans, as used in banks' call reports. Data on agricultural loans are requested on Schedule RC-C of the call reports.

Loans secured by farmland: All loans secured by farmland and improvements on it as evidenced by mortgages and other liens. Farmland includes all land known to be used or usable for agricultural purposes, such as crop and livestock production. Farmland also includes grazing or pasture land, whether tillable or not, and whether wooded or not. Loans secured by farmland and guaranteed by the Farmers Home Administration or by the Small Business Administration are also included.

Loans to finance agricultural production and other loans to farmers: All loans for the purpose of financing agricultural production, including unsecured loans and loans secured other than by real estate, and whether made to farm and ranch owners and operators or to nonfarmers. Included are loans for growing, storing, and marketing crops, and the breeding, raising, fattening, and marketing of livestock; loans to fisheries and forestries; loans to purchase machinery, equipment, and implements; loans for all other purposes associated with the maintenance or operation of a farm, including provisions for living expenses and loans for such items as passenger automobiles and retail consumer goods.

— Richard Ringer

Agricultural experts attributed some of the increase to banks scrambling to get additional collateral for loans and taking second liens on farmland. The collateral value of machinery, crops, and livestock in many instances fell previously, so the banks turned to holding collateral positions on land. But if farmland values continue to drop, which is what experts expect, banks and other farm lenders will see a further erosion of their agricultural loan portfolios.

Overproduction a Problem

Also contributing to the financial problems of farmers during the prolonged crisis has been overproduction. An abundance of agricultural products has driven down the price of products. With lower income, farmers have had trouble repaying debts. The problems thus spill over to the lenders, who in many instances have restructured or renegotiated loans and extended more

credit in hopes of financing a turnaround.

In 1984, 60 of the 100 banks on the *American Banker* list increased the dollar amount of loans to finance farm production. Another 36 banks on the list decreased the amount of money they lent for production, and figures for the remaining four banks could not be determined or calculated.

Among the top 10 banks on the list, six banks in 1984 increased over year-earlier levels the amount of money they lent farmers for agricultural production; four banks decreased the amount lent.

Production loans include not only those for the growing and storage of crops, but also loans to finance machinery and all expenses associated with the operation of a farm, including living expenses and some consumer items such as automobiles.

NCNB National Bank in Charlotte, N.C., was the leader in gross return on agricultural loans among the banks in-

cluded in the *American Banker* list. NCNB, which ranked as the 45th largest agricultural bank, had a gross return of 17.7% on the \$51.7 million in agricultural loans it made in 1984. NCNB's farm loans decreased 23.7% from the year-earlier level of \$67.8 million.

The average gross return on agricultural lending by the 100 banks on the list was 11.1%. That return rate may not be high enough for all the banks to make a profit, some agricultural experts said. Sixty-five of the banks on the list for 1984 did better than the average; 34 banks were below the average; and the figure for one bank could not be calculated.

Among the top 10 banks that did the most agricultural lending in 1984, the average gross return on farm lending was 10.2%. Seven of the top 10 banks on the *American Banker* list did better than that; two banks were below the average, and the data for the other could not be calculated. ■

DG BANK 1984:
REFLECTION OF PERFORMANCE

DG BANK – the central bank, liquidity manager and international arm of West Germany's cooperative banking system – continued to pursue its systems- and results-oriented corporate policy in 1984.

DG BANK – The Key Group Figures	
Business Volume	DM 89.3 billion
Total Assets	DM 83.2 billion
Deposits	DM 46.0 billion
Own Bonds	DM 31.2 billion
Loans	DM 64.7 billion

Solid Growth: DG BANK business volume rose by approximately 8 percent, net income by well over 13 percent to DM 116.3 million.

Stronger Base: To expand its equity capital base, DG BANK in late 1984

became the first West German financial institution to issue participating certificates, in the amount of DM 350 million DM. From net income for the year, DM 50 million were allocated to reserves. This brings the Bank's capital and reserves total to more than DM 1.8 billion.

Long-term Orientation: In lending business, long-term financing was increasingly in demand by clients.

Export Financing: Lending to clients abroad again focused on financing German exports. In international commercial transactions a substantial increase was recorded. DG BANK bases in the world's major financial centers managed to further consolidate their market position.

Active on Capital Markets: During the year under review, DG BANK placed own bonds totalling DM 2.8 billion. Trading in both equities and bonds was extremely brisk, particularly with institutional investors. Also appreciably strengthened were our securities underwriting activities.

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DG BANK
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Top 100 Banks in Loans to Agriculture

Dec. 31 1984, Compared with Dec. 31, 1983. (Dollar amounts in thousands)

Compiled by American Banker Copyright 1985

Rank 12/84	Name of Bank, City, State	AGRICULTURAL LOANS				LOANS SECURED BY FARMLAND				LOANS TO FIN. AG. PROD.				INTEREST AND FEE INCOME (1984)				TOTAL LOANS				NET INCOME			
		12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg
1	Bank of America NT&SA, San Francisco	2,196,000	2,367,094	-7.23	432,000	416,564	1,764,000	1,950,530	1.94	13.05	74,119,000	71,090,465	2.96	3.33	354,000	331,225	6.88	3.33	354,000	331,225	6.88	3.33	354,000	331,225	6.88
2	Wells Fargo Bank NA, San Francisco	687,784	604,647	+13.75	102,409	99,403	585,375	505,244	3.03	13.70	19,069,185	16,890,378	3.61	3.58	156,762	126,356	24.06	3.58	156,762	126,356	24.06	3.58	156,762	126,356	24.06
3	Security Pacific National Bank, Los Angeles	646,423	591,910	+9.21	16,853	14,707	629,570	577,203	1.64	10.92	28,041,839	23,946,029	2.31	2.47	259,318	241,378	7.43	2.47	259,318	241,378	7.43	2.47	259,318	241,378	7.43
4	Crocker National Bank, San Francisco	457,451	601,405	-22.27	4,204	5,140	463,247	596,265	2.33	9.99	15,647,871	16,025,768	2.99	3.75	348,739	-16,122	2,063.12	2.99	348,739	-16,122	2,063.12	2.99	348,739	-16,122	2,063.12
5	Valley National Bank, Phoenix, Ariz.	376,374	308,440	+22.03	3,962	9,778	372,412	298,662	4.57	10.95	5,633,109	4,721,451	6.68	6.53	59,463	44,001	35.14	6.53	59,463	44,001	35.14	6.53	59,463	44,001	35.14
6	Citibank NA, New York	359,000	512,000	-29.88	0	2,000	359,000	510,000	0.14	14.07	72,185,000	69,850,000	0.50	0.73	777,000	756,000	2.78	0.73	777,000	756,000	2.78	0.73	777,000	756,000	2.78
7	First Bank South Dakota, Sioux Falls	256,068	245,522	+4.30	5,733	4,948	250,335	240,574	24.79	13.05	899,977	792,346	28.45	30.99	6,882	9,789	-29.70	30.99	6,882	9,789	-29.70	30.99	6,882	9,789	-29.70
8	Rainier National Bank, Seattle	249,477	207,709	+20.11	11,370	6,415	238,107	201,294	4.75	12.50	4,883,556	3,847,718	5.11	5.40	55,374	37,267	48.59	5.40	55,374	37,267	48.59	5.40	55,374	37,267	48.59
9	Northwest Bank South Dakota NA, Sioux Falls	247,935	104,001	+138.40	8,506	2,625	239,429	101,376	19.79	13.77	952,679	369,788	26.03	28.12	4,742	-1,243	-481.50	28.12	4,742	-1,243	-481.50	28.12	4,742	-1,243	-481.50
10	Chase Manhattan Bank NA, New York	234,524	210,397	+11.47	369	150	234,155	210,247	0.01	12.15	56,216,108	52,518,213	0.42	0.40	383,493	420,421	-8.78	0.40	383,493	420,421	-8.78	0.40	383,493	420,421	-8.78
11	Idaho First National Bank, Boise	216,613	161,111	+34.45	3,370	138	213,243	160,973	9.56	14.00	1,626,443	1,364,675	13.32	11.81	23,448	29,404	-20.26	11.81	23,448	29,404	-20.26	11.81	23,448	29,404	-20.26
12	First Interstate Bank of California, Los Angeles	186,650	251,297	-25.73	2,269	2,535	184,381	248,762	1.31	13.67	13,608,684	11,964,375	1.37	2.10	125,124	107,868	16.00	2.10	125,124	107,868	16.00	2.10	125,124	107,868	16.00
13	First National Bank	184,410	134,016	+37.60	10,198	1,186	174,212	132,830	18.70	13.67	704,422	676,374	26.18	19.81	8,759	8,793	-23.13	19.81	8,759	8,793	-23.13	19.81	8,759	8,793	-23.13
14	Seattle-First National Bank	179,222	174,677	+2.60	33,221	27,575	146,001	147,102	2.05	12.90	7,096,077	6,382,461	2.53	2.74	38,151	-450,402	-108.47	2.74	38,151	-450,402	-108.47	2.74	38,151	-450,402	-108.47
15	United States National Bank, Portland, Ore.	142,909	117,711	+21.41	8,859	6,963	134,050	110,748	2.81	12.29	4,227,580	3,330,757	3.38	3.53	63,351	53,254	18.96	3.53	63,351	53,254	18.96	3.53	63,351	53,254	18.96
16	First National Bank & Trust Co., Oklahoma City	141,508	150,035	-5.68	694	656	140,814	149,379	8.34	14.98	1,485,099	1,492,059	9.53	10.06	-15,204	-16,677	-8.83	10.06	-15,204	-16,677	-8.83	10.06	-15,204	-16,677	-8.83
17	Chemical Bank, New York	139,257	243,967	-42.92	1,030	1,323	138,227	242,644	0.24	9.90	35,010,313	29,301,368	0.40	0.83	286,801	265,363	8.08	0.83	286,801	265,363	8.08	0.83	286,801	265,363	8.08
18	First Interstate Bank of Arizona NA, Phoenix	138,877	126,136	+10.10	0	47	138,877	126,089	0.00	0.00	530,447	446,139	3.80	4.22	60,506	52,000	16.36	4.22	60,506	52,000	16.36	4.22	60,506	52,000	16.36
19	Summit Trust Company, N.J.	128,833	0		0	0	128,833	95,238	0.00	12.49	541,959	446,139	23.77	0.00	7,205	6,570	9.67	0.00	7,205	6,570	9.67	0.00	7,205	6,570	9.67
20	Omaha National Bank, Neb.	113,339	95,239	+19.0	2,943	3,827	110,396	95,238	14.44	12.49	701,255	482,967	16.16	19.72	10,080	9,138	10.31	19.72	10,080	9,138	10.31	19.72	10,080	9,138	10.31
21	First Security National Bank & Trust Co., Lexington, Ky.	112,168	98,478	+13.90	3,987	3,827	108,181	94,651	13.58	11.85	517,071	490,722	21.69	20.07	9,291	7,374	26.00	20.07	9,291	7,374	26.00	20.07	9,291	7,374	26.00
22	Morgan Guaranty Trust Company, New York	107,667	103,541	+3.98	0	0	107,667	103,541	0.07	7.74	1,182,297	1,012,370	8.78	9.20	491,708	419,734	17.15	9.20	491,708	419,734	17.15	9.20	491,708	419,734	17.15
23	First Security Bank of Idaho NA, Boise	103,762	93,117	+11.43	2,975	3,282	100,787	89,835	7.74	13.18	965,377	864,890	10.61	9.99	7,297	7,094	2.86	9.99	7,297	7,094	2.86	9.99	7,297	7,094	2.86
24	Old National Bank, Spokane, Wash.	102,405	86,412	+18.51	55,567	40,188	46,838	46,224	4.14	12.79	1,886,562	1,500,730	5.41	4.76	23,721	17,976	31.96	4.76	23,721	17,976	31.96	4.76	23,721	17,976	31.96
25	Texas American Bank/Fort Worth NA	102,121	74,725	+34.04	638	1,833	101,483	69,561	4.14	12.79	1,886,562	1,500,730	5.41	4.76	23,721	17,976	31.96	4.76	23,721	17,976	31.96	4.76	23,721	17,976	31.96
26	Peoples National Bank, Seattle	92,725	71,394	+30.04	3,749	3,953	88,314	70,772	5.57	12.23	1,398,645	1,013,259	6.63	7.37	14,561	5,385	170.40	7.37	14,561	5,385	170.40	7.37	14,561	5,385	170.40
27	Lloyds Bank, Los Angeles	92,545	80,550	+14.89	3,749	1,100	88,796	79,450	3.42	12.06	2,014,810	2,010,083	4.59	4.01	10,540	5,023	109.83	4.01	10,540	5,023	109.83	4.01	10,540	5,023	109.83
28	First Interstate Bank of Oregon NA, Portland	86,284	96,252	-10.36	140	179	86,144	96,073	2.59	13.85	3,251,879	2,944,902	2.65	3.27	43,123	35,012	23.17	3.27	43,123	35,012	23.17	3.27	43,123	35,012	23.17
29	Manufacturers Hanover Trust Co., New York	81,066	107,894	-24.87	0	0	81,066	107,894	0.07	11.83	45,064,236	41,734,579	0.18	0.26	272,834	271,937	0.33	0.26	272,834	271,937	0.33	0.26	272,834	271,937	0.33
30	Branch Banking & Trust Co., Wilson, N.C.	75,877	71,486	+6.14	41,974	38,366	33,903	33,120	1.76	11.83	1,543,679	1,046,008	4.92	6.83	22,096	15,844	39.46	6.83	22,096	15,844	39.46	6.83	22,096	15,844	39.46
31	American Bank & Trust Co., Reading, Pa.	74,544	79,498	-6.23	27,562	32,392	46,982	47,106	2.45	17.46	1,937,186	1,510,185	3.85	5.26	25,165	23,160	8.66	5.26	25,165	23,160	8.66	5.26	25,165	23,160	8.66
32	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	68,916	39,435	+74.76	0	0	68,916	39,435	0.00	10.34	1,977,302	1,347,128	3.49	2.93	31,933	28,479	12.13	2.93	31,933	28,479	12.13	2.93	31,933	28,479	12.13
33	Hamilton Bank, Lancaster, Pa.	64,401	73,029	-11.81	34,245	42,991	68,916	39,435	2.36	10.34	1,977,302	1,347,128	3.49	2.93	31,933	28,479	12.13	2.93	31,933	28,479	12.13	2.93	31,933	28,479	12.13
34	Grenada Bank, Miss.	64,229	43,307	+48.31	14,588	9,946	49,641	33,361	6.54	10.00	432,104	1,146,787	4.50	6.37	15,739	5,599	181.10	6.37	15,739	5,599	181.10	6.37	15,739	5,599	181.10
35	Bank of Stockton, Calif.	64,184	88,106	-27.1																					

Sidenotes

Loans to farmers that are guaranteed by the FmHA or by the SBA and that are extended, serviced, and collected by a party other than the FmHA or SBA. (5) Loans and advances to farmers for purchases of farm machinery, equipment, and implements. (6) Loans and advances to farmers for all other purposes associated with the maintenance or operations of the farm, including purchases of private passenger automobiles and other real estate, consumer goods and provisions for living expenses of farmers or ranchers and their families.

Interest and fee income (1984)

(1) From Agricultural Loans: This is a new report item on the Report of Income. It is gross interest and fee income on loans to finance agricultural production, booked in domestic offices. It is taken from Schedule RI-Report of Income, item 1.a.(1)(c).

(2) Total Gross Interest Income

(1984): This is total gross interest income for the bank from all of its operations both domestic and foreign. It is taken from Schedule RI, item 1.g. According to Federal Reserve Board instructions for the Report of Income, interest and fee income on loans are "all interest, fees, and similar charges levied against or associated with all assets reportable as loans in Schedule RC-C, items 1 through 9."

(3) Ag. Loans (% of Total): This is the ratio of gross interest and fee income on domestic agricultural production financing (item 1 in this block) to total gross interest income for the bank (item 2 in this block).

(4) % Return on Ag. Loans: This is the gross return on domestic agricultural production financing. It is calculated by dividing gross interest and fee income on agricultural production financing for 1984 (item 1 in this block) by average agricultural production financing booked in domestic offices (From Report of Condition, Schedule RC-K, item 6.a.(3)).

Total Loans: For Dec. 31, 1984, total loans were taken from line 4.a. ("Loans and leases, net of unearned income") of RC-Balance Sheet of the Report of Condition. For Dec. 31, 1983, data were from line 9.a. ("total loans, gross"). As the data items indicate, the Dec. 31, 1984 total loans are net of unearned income, while the Dec. 31, 1983 total loans are gross of unearned income. The ratios of agricultural lending to total lending for both 1984 and 1983 are also shown in this panel.

Net Income: From the Report of Income, item 12. (f) — To calculate the "gross return on agricultural lending," year-end loans to finance agricultural production were used, and not average lending for the fourth quarter of 1984 figures.

Rank 12/84	Name of Bank, City, State	AGRICULTURAL LOANS			LOANS SECURED BY FARMLAND			LOANS TO FIN. AG. PROD.			INTEREST AND FEE INCOME (1984)			TOTAL LOANS			NET INCOME		
		12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	12/31/84	12/31/83	% Chg	1984	1983	% Chg
51	Amarillo National Bank, Tex.	48,260	46,698	+ 3.34	564	957	- 40.85	47,696	45,741	+ 4.28	5,723	57,706	- 1.92	385,282	422,728	- 8.86	2,987	4,740	- 36.98
52	Morgan Bank Delaware, Wilmington	47,972	34,300	+39.86	0	0		47,972	34,300	+ 40.73	4,605	262,191	- 98.18	1,430,610	1,881,218	- 24.43	27,524	24,228	+ 13.60
53	Sovran Bank NA, Richmond	45,570	43,916	+ 3.77	16,118	13,658	+ 18.02	29,452	29,452	0.00	4,564	760,205	- 99.41	4,185,250	5,497,207	- 24.43	79,128	70,545	+ 12.17
54	Oneida National Bank, Utica, N.Y.	44,645	48,244	- 7.46	8,785	9,085	- 3.30	35,857	39,159	- 8.43	4,948	99,302	- 49.54	4,72,237	540,578	- 12.43	11,624	11,624	0.00
55	Bank of California NA, San Francisco	44,468	45,263	- 1.76	1,375	1,862	- 26.68	43,093	43,401	- 0.71	3,257	353,919	- 90.85	2,474,527	2,399,933	+ 3.25	20,480	32,307	- 163.39
56	Marine Midland Bank NA, Buffalo, N.Y.	42,755	43,307	- 1.27	2,454	13,899	- 82.32	40,301	29,408	+ 35.35	4,858	2,332,149	- 80.21	12,888,016	14,996,721	- 14.74	72,589	87,612	- 17.15
57	InterFirst Bank, Fort Worth, Tex.	40,583	5,058	+702.35	5,290	126	+4,164	35,293	4,932	+698.00	2,282	163,043	- 97.41	836,460	1,002,430	- 17.43	8,956	-17,438	-151.36
58	First National Bank, Lubbock, Tex.	40,565	32,360	+25.36	1,237	1,314	- 5.86	39,328	31,046	+ 26.35	3,919	55,655	- 29.35	308,483	323,772	- 4.58	6,610	4,109	+ 60.87
59	First National Bank, Minneapolis	39,013	25,116	+55.33	0	0		39,013	25,116	+ 55.33	4,904	729,215	- 93.67	3,284,853	4,547,409	- 28.43	31,886	30,955	+ 3.01
60	Bank of Hawaii, Honolulu	37,579	39,107	- 3.91	16,085	25,946	- 38.19	21,494	13,161	+ 63.74	1,882	372,681	- 94.50	2,084,876	2,084,876	0.00	31,257	26,115	+ 19.69
61	Maryland National Bank, Baltimore	36,587	45,299	-19.23	5,483	7,366	- 25.57	31,104	37,933	- 18.27	1,973	487,828	- 95.94	2,255,683	3,483,500	- 35.83	75,966	65,154	+ 16.59
62	Republicbank Dallas NA	35,957	82,061	-56.18	0	6,620	-100.00	35,957	75,441	- 52.00	5,663	1,350,132	- 97.42	7,561,144	9,600,083	- 21.45	11,929	14,660	- 18.63
63	Bank of Oklahoma Tulsa NA	35,814	8,440	+324.34	8,670	8,440	+ 2.73	27,144	35,127	- 22.73	3,419	164,125	- 78.12	1,346,425	1,184,569	+ 14.26	20,129	20,129	0.00
64	First Interstate Bank of Washington NA, Spokane	35,617	37,343	- 4.62	828	2,216	- 62.68	34,789	35,127	- 0.96	4,623	260,517	- 98.27	1,068,940	1,549,469	- 31.03	41,458	20,100	+ 106.26
65	First Tennessee Bank NA, Memphis	35,553	23,597	+50.87	18,015	18,440	- 2.33	17,538	5,553	+215.34	1,873	441,916	- 96.42	1,051,168	1,346,425	- 22.00	23,800	14,660	+ 62.46
66	First National Bank, Shreveport, La.	35,453	39,706	-10.71	15,549	29,579	- 47.51	19,904	10,127	+ 96.56	2,536	111,780	- 87.27	1,068,940	2,589,990	- 58.73	11,228	11,228	0.00
67	Huntington National Bank, Columbus, Ohio	33,945	30,434	+11.54	6,942	8,132	- 14.76	27,003	22,302	+ 21.04	3,233	555,876	- 93.58	2,120,235	3,599,788	- 41.14	45,539	16,769	+ 171.57
68	Peoples Bank & Trust Co., Rocky Mount, N.C.	33,627	33,687	- 0.18	3,546	3,774	- 6.04	30,081	29,913	+ 0.56	4,795	67,081	- 47.15	382,795	417,031	- 8.34	3,104	4,876	- 36.34
69	First National Bank, Chicago	33,568	78,480	-57.23	702	858	- 18.65	32,866	77,622	- 57.23	659	3,692,760	- 91.02	21,608,484	23,217,128	- 7.34	22,923	151,620	-84.88
70	First Union National Bank, Charlotte, N.C.	33,465	33,771	- 0.91	3,793	3,777	+ 0.42	29,672	29,994	- 1.07	4,108	695,465	- 94.05	3,042,611	4,169,552	- 27.03	69,289	47,742	+ 45.13
71	Nat'l Bk of Commerce Trust & Savings Assn., Lincoln, Neb.	32,002	37,555	-14.79	54	72	- 24.44	31,948	37,483	- 14.55	4,155	38,633	- 92.76	217,004	215,978	+ 0.48	2,645	2,503	+ 5.67
72	Southeast Bank NA, Miami	31,661	22,477	+40.86	8,091	7,173	+ 12.67	23,570	15,304	+ 54.41	1,887	900,468	- 97.02	4,043,179	5,964,444	- 32.03	58,080	48,009	+ 20.98
73	Bankers Trust Co., New York	30,943	56,216	-44.96	0	0		30,943	56,216	- 44.96	2,396	4,022,016	- 99.06	22,370,147	23,345,681	- 4.25	246,552	236,800	+ 4.12
74	Key Bank of Northern New York NA, Watertown	30,906	N.A.	N.A.	2,824	N.A.		28,082	N.A.		3,139	54,594	- 47.31	N.A.	284,308		6,731	N.A.	
75	McAllen State Bank, Tex.	30,247	13,541	+123.37	28,645	13,288	+115.58	1,602	253	+533.24	107	71,705	- 99.85	365,572	462,514	- 21.43	7,757	7,060	+ 9.87
76	Florida National Bank, Jacksonville	30,225	21,652	+39.59	7,923	4,936	+58.51	22,302	16,716	+33.42	1,644	476,375	- 96.35	2,071,034	3,681,765	- 44.20	44,207	44,396	- 0.43
77	United Bank of Denver NA	30,168	27,074	+11.43	6,587	4,539	+45.14	23,581	22,535	+ 4.64	3,923	230,334	- 87.17	1,295,578	1,500,460	- 13.25	17,773	13,373	+ 32.90
78	Central Fidelity Bank, Richmond	29,985	5,108	+487.02	11,565	1,491	+674.42	18,420	3,617	+409.44	243	296,722	- 99.08	964,697	1,802,661	- 46.94	28,034	15,319	+ 83.00
79	Republicbank Lubbock NA, Tex.	29,979	26,021	+ 15.21	1,772	1,150	+ 54.04	28,502	24,871	+ 14.56	3,035	45,107	- 67.33	254,996	303,632	- 16.17	5,815	4,453	+ 30.59
80	MBank Dallas NA	29,590	39,707	-25.46	12,554	22,333	- 44.24	17,045	17,374	- 1.89	674	616,287	- 98.91	3,323,476	4,794,439	- 30.43	36,465	47,512	-23.25
81	Citizens & Southern National Bank, Atlanta	29,241	21,376	+36.79	18,932	9,890	+90.24	10,309	11,486	- 10.30	1,651	660,504	- 97.25	3,300,226	4,670,056	- 29.43	60,728	48,678	+ 24.75
82	United Carolina Bank, Whiteville, N.C.	29,171	26,172	+11.46	15,734	12,068	+29.87	13,437	14,104	- 4.73	1,710	140,268	- 87.12	641,323	864,826	- 25.37	14,821	11,778	+ 25.84
83	First National Bank, Jackson, Miss.	29,090	24,252	+19.95	10,960	9,755	+ 12.40	18,130	14,497	+ 25.40	2,290	179,414	- 91.28	273,918	968,708	- 70.70	16,078	11,560	+ 39.08
84	Idaho Bank & Trust Co., Pocatello	28,960	25,426	+13.90	269	84	+319.05	28,691	25,342	+ 13.21	3,806	45,279	- 36.81	2,739,918	289,702	+ 856.34	2,712	1,908	+ 42.14
85	MBank Corpus Christi NA, Tex.	28,183	32,281	-12.69	11,203	11,429	- 2.06	16,980	20,852	- 18.85	1,955	64,182	- 70.35	337,262	408,767	- 17.50	4,478	7,965	-43.78
86	Union Bank, Los Angeles	26,984	22,457	+20.16	10,622	5,100	+106.33	16,362	17,367	- 5.76	1,954	802,292	- 97.76	4,954,446	5,060,819	- 2.24	38,596	11,511	+ 234.81
87	Fourth National Bank & Trust Co., Wichita, Kan.	26,346	25,887	+ 1.77	1,215	1,302	- 6.61	25,131	24,585	+ 2.23	3,018	117,134	- 97.58	530,116	623,885	- 14.40	43,039	38,596	+ 11.51
88	Arizona Bank, Phoenix	25,951	26,421	- 1.77	2,232	1,203	+85.45	23,719	19,407	+21.73	2,786	313,253	- 92.08	1,782,993	2,277,705	- 21.78	14,849	12,694	+ 16.98
89	Bank of Mississippi, Tupelo	25,685	26,421	- 2.79	12,120	13,085	- 7.31	13,565	13,336	+ 1.72	1,953	60,525	- 81.23	713,830	986,953	- 27.50	22,403	19,185	+ 16.77
90	Key Bank NA, Albany, N.Y.	25,425	26,845	- 5.29	1,475	1,916	- 23.02	23,950	24,929	- 4.33	3,635	141,797	- 84.42	299,592	326,001	- 8.11	6,181	4,948	+ 24.92
91	Northwest Bank Omaha, Omaha, Neb.	25,402	28,099	- 9.60	0	0		25,402	28,099	- 9.60	2,606	61,574	- 56.42	713,830	986,953	- 27.50	18,098	15,773	+ 14.74
92	Union Planters National Bank, Memphis, Tenn.	25,065	11,090	+126.01	8,245	4,740	+73.86	16,820	6,350	+164.73	1,230	176,566	- 94.23	328,423	411,047	- 20.44	3,427	2,707	+ 26.60
93	South Carolina National Bank, Charleston	24,291	8,610	+182.13	9,255	3,481	+165.35	15,036	5,129	+194.26	1,547	246,631	- 96.03	764,709	832,354	- 8.11	5,993	315.12	
94	American Fletcher National Bank & Trust Co., Indianapolis	24,218	11,050	+119.17	26	0	+100.00	24,192	11,050	+119.17	1,547	246,631	- 96.03	916,643	2,297,857	- 60.11	30,168	22,212	+ 35.82
95	Shawmut Bank of Boston NA	23,816	20,289	+17.38	0	0		23,816	20,289	+17.38	2,855	308,866	- 92.76	1,612,462	2,028,549	- 20.85	22,069	17,519	+ 25.97
96	First National Bank, Omaha, Neb.	23,775	16,350	+45.41	444	0	+100.00	23,331	16,350	+41.47	2,095	69,027	- 96.93	1,704,671	1,954,098	- 12.22	17,978	11,053	+ 62.65
97	National Bank & Trust Co., Norwich, N.Y.	23,363	N.A.	N.A.	6,273	N.A.		17,090	N.A.		2,386	38,523	- 56.19	306,926	414,414	- 25.91	6,870	5,293	+ 29.79
98	Interfirst Bank Dallas NA	23,186	58																